

# *2018*

# Western Risk & Insurance Association 52<sup>nd</sup> Annual Meeting

Caesars Palace Las Vegas, NV January 2-5, 2018

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Editor: The Journal of

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Yu-Luen Ma, *University of North Texas* 

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52<sup>nd</sup> Annual Meeting Caesars Palace – Las Vegas, NV

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### The Donald W. Hardigree Memorial JII Outstanding Paper Award

- 2017 The Influence of Tort Reform on Auto Liability Losses and Premiums, by Patricia Born [40 (1): 61-89]
- 2016 Advertising Effectiveness for Financial Service Firms: Evidence from the Life Insurance Industry, by Stephen G. Fier and David M. Pooser [39 (2): 137-168]
- 2015 Is the Risk-based Mechanism Always Better? The Risk-Shifting Behavior of Insurers under Different Guarantee Schemes, by Ming Dong, Helmut Gründl, and Sebastian Schlütter [38 (1): 72-95]
- 2014 An Examination of the Relative Efficiency of Fraternal Insurers, by Lih Ru Chen and Michael J. McNamara [37 (1): 1-31]
- **2013** Market Reaction to Potential Federal Regulation of the Insurance Industry, by Stephen G. Fier and Andre P. Liebenberg [36 (1): 1-34]
- 2012 Exploring the Role of Psuedodeductibles in Auto Insurance Claims Reporting, by Dana A Kerr [35 (1): 1-43]
- 2011 Macroeconomic Influences on Social Security Disability Insurance Application Rates, by Dana A. Kerr and Bert J. Smoluk [34 (2): 112-150]
- 2010 Influences of Organizational Structure and Diversification on Medical Malpractice Insurer Performance by Yu Lei and Joan T. Schmit [33 (2): 152-177]
- 2009 Capital Market Risk Implications of Governance and Disclosure for the Insurance Industry: The Case of Sarbanes-Oxley by Aigbe Akhigbe, Anna D. Martin and Ann Marie Whyte [32 (1): 78-104]
- 2008 The Impact of Cash Flow Volatility on Systematic Risk by Nicos A. Scordis, James Barrese and Ping Wang [31 (1): 43-71]
- 2007 A Behavioral Model of Insurance Pricing by James A. Ligon and Paul D. Thistle [30 (1): 46-61]
- 2006 The Distribution of Property/Liability Insurance in Canada: Costs and Market Structure by Mary Kelly and Anne E. Kleffner [29 (1): 51-70]
- 2005 Firm-Level Data Analysis of the Effects of Net Investment Income on Underwriting Cycles: An Application of Simultaneous Equations by Min-Ming Wen and Patricia Born [28 (1): 14-32]
- 2004 Capacity Constraints and IPO Underpricing in the Property and Liability Insurance Industry by Tong Yu, Bingxuan Lin, Mulong Wang, and William R. Feldhaus [27 (2): 104-122]
- 2003 Is Life Insurance a Human Capital Derivatives Business? By Krzysztof Ostaszewski [26 (1): 1-14]
- 2002 Large Losses and Firm Value: Investor Response and Managerial Decisions by Gene C. Lai, Michael J. McNamara and Henry R. Oppenheimer [25 (1): 63-84]
- **2001** A Comparison of Large Firm Dominance in Property and Liability Insurance with Major Industries by Edward Nissan and Regina Caveny [24 (1): 58-73]
- 2000 Measuring the Value of an Exposure: A Capital Budgeting Approach by Thomas A. Aiuppa and Lisa Graham [23 (1): 1-29]
- 1999 Using Catastrophe-Linked Securities to Diversify Insurance Risk: A Financial Analysis of Cat Bonds by Henri Loubergé, Evis Kellezi and Manfred Gilli [22 (2): 125-146]
- 1998 Changes in Ownership Structure: Theory and Evidence from Life Insurer Demutualizations by James M. Carson, Mark D. Forster and Michael J. McNamara [21 (1): 1-22]
- 1997 Life Insurer Risk Characteristics and the Rating Process by Steven W. Pottier [20 (2): 111-130]
- 1996 Solvency Regulation Through Risk-Based Capital and Risk-Based Guaranty Fund Premiums: An Analysis of Incentive Effects by David W. Sommer [19 (2): 94-106]
- 1991 The Role of State Guaranty Funds in the Property Casualty Insurance Industry by Fred B. Power, E. Warren Shows and Richard L. Meyer [14 (2): 51-72]
- 1990 The Insurer Selection Process by Independent Insurance Agents by Donald W. Hardigree and Vince Howe [13 (1): 27-46]
- 1989 Hedging a Credited Rate for a Universal Life Policy by Robert E. Hoyt [12 (2): 22-37]



### Editors of the Journal of Insurance Issues

(by initial masthead appearance)

v.40, No. 2	Yu-Luen Ma, University of North Texas (Co-Editor) Nat Pope, University of North Texas (Co-Editor) (previously, Illinois State University)
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v.1, No. 1	Lester I. Tenney, Arizona State University

Notes: \* Interim; \*\* Name changed from Journal of Insurance Issues and Practices

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### Western Risk & Insurance Association

A Look Back			
Year President - University Affiliation in Office	Annual Meeting (Site)		
2018 Jacqueline Volkman-Wise - Temple University	Las Vegas, NV (Caesars Palace)		
2017 Charles Nyce - Florida State University	Santa Barbara, CA (Fess Parker's Doubletree)		
2016 William L. Ferguson - University of Louisiana, Lafayette	Maui, HI (Wailea Beach Marriott Resort & Spa)		
2015 Thomas Berry-Stölzle – University of Iowa	Scottsdale, AZ (DoubleTree Paradise Valley)		
2014 Peggy Hedges – University of Calgary 2013 Karen Epermanis - Appalachian State University	Napa, CA (Napa River Inn)		
	Las Vegas, NV (Caesar's Palace)		
2012 Brenda Wells - East Carolina University	Kona, HI (Sheraton Keauhou Bay Resort)		
2011 Paul Thistle - University of Nevada, Las Vegas	Santa Barbara, CA (Fess Parker's Doubletree)		
2010 Ryan B. Lee - University of Calgary	Napa, CA (Napa River Inn)		
2009 L. Lee Colquitt - Auburn University	Las Vegas, NV (Flamingo Las Vegas)		
2008 David T. Russell - California State University, Northridge	Kauai, HI (Sheraton Kauai Resort)		
2007 Patricia Born - California State University, Northridge	San Diego, CA (Westin Horton Plaza)		
2006 Randy Dumm - Florida State University	Santa Barbara, CA (Fess Parker's Doubletree)		
2005 William Feldhaus - Georgia State University	Monterey, CA (Monterey Plaza Hotel)		
2004 Anne Kleffner - University of Calgary	Las Vegas, NV (Flamingo Las Vegas)		
2003 Gene Lai - Washington State University	Maui, HI (Maui Prince)		
2002 William L. Ferguson - University of Louisiana, Lafayette	San Diego, CA (Hilton San Diego Resort)		
2001 Beverly J. Frickel - University of Nebraska, Kearney	Santa Barbara, CA (Fess Parker's Doubletree)		
2000 James M Carson – Illinois State University	Monterey, CA (Monterey Plaza Hotel & Spa)		
1999 Mark S. Dorfman - Univ. of North Carolina, Charlotte	Las Vegas, NV (Monte Carlo Hotel)		
1998 William J. Warfel - Indiana State University	Kaanapali Beach, Maui, HI (Westin Maui)		
1997 Michael J. McNamara - University of Memphis	Santa Barbara, CA (Fess Parker's Red Lion)		
1996 Donald W. Hardigree - University of Nevada, Las Vegas	Monterey, CA (Monterey Plaza Hotel)		
1995 Hamdi Bilici - California State University, Long Beach	Las Vegas, NV (Treasure Island Resort)		
1994 Barry B. Schweig - Creighton University	Honolulu, HI (Ilikai Hotel)		
1993 Robert A. Hershbarger – Mississippi State University	Newport Beach, CA (Sheraton-Newport)		
1992 Milton E. Smith - Brigham Young University	Phoenix, AZ (Hilton Suites Hotel)		
1991 Sandra G. Gustavson - University of Georgia	Las Vegas, NV (Alexis Park Resort)		
1990 Jerry L. Jorgensen - University of Utah	Honolulu, HI (Ilikai Hotel)		
1989 Iskandar S. Hamwi – University of Southern Mississippi	San Diego, CA (Omni Hotel)		
1988 Patricia A. Strong - California State Univ., Sacramento	San Francisco, CA (Sheraton Fisherman's Wharf)		
1987 Mark L. Cross - University of North Texas	San Antonio, TX (Hilton Palacio del Rio)		
1986 Kenneth L. Pacholke - Calif. State Univ., Sacramento	Las Vegas, NV (Holiday Inn Casino)		
1985 August Ralston – Iowa State University	Reno, NV (MGM Grand Hotel)		
1984 John H. Thornton - University of North Texas	Newport Beach, CA (Sheraton-Newport)		
1983 Norma L. Nielson - University of Southern California	Newport Beach, CA (Sheraton-Newport)		
1982 Jerry D. Todd - St. Mary's University, San Antonio	Scottsdale, AZ (Inn Suites Hotel)		
1981 Frank W. Taylor - California State University, Fullerton	San Diego, CA (Hotel del Coronado)		
1980 Fikry S. Gahin - University of Utah	San Diego, CA (Hotel del Coronado)		
1979 Thomas W. Spear - University of Nevada, Las Vegas	Lake Tahoe, NV (Sahara -Tahoe Hotel) <sup>1</sup>		
1977-78 Thomas L. Heflin – California State U, Sacramento	Las Vegas, NV (Frontier Hotel)		
1976-77 Lester I. Tenney – Arizona State University	Las Vegas, NV (Frontier Hotel) <sup>2</sup>		
1975-76 Oscar N. Serbein – Stanford University	San Francisco, CA (Mark Hopkins Hotel)		
1974-75 Lester B. Strickler – Oregon State University	Las Vegas, NV (Frontier Hotel) <sup>3</sup>		
	nual meeting held in 1973		
1972-73 J. Howard Widdowson – Portland State University	Santa Clara, CA (University of Santa Clara)		
1971-72 Jonas E. Mittleman – San Francisco State University	San Francisco, CA (Hilton Hotel) <sup>3</sup>		
1970-71 Joseph J. Launie – California State U, Northridge	Las Vegas, NV (Frontier Hotel)		
1969-70 Alfred E. Hofflander – Univ. California, Los Angeles	Long Beach, CA (California State U, Long Beach)		
1968-69 Nester R. Roos – University of Arizona	Corvallis, OR (Oregon State University)		
1967-68 Oscar N. Serbein – Stanford University	Boulder, CO (University of Colorado)		
1966-67 Robert C. Goshay – University of California, Berkeley	Berkeley, CA (UC, Berkeley) <sup>4</sup>		

NOTES 1 = annual meeting moved from December to current practice of being held in January; with associated calendar year officer/board terms. Spring, 1991); prior meetings each August in conjunction with another group (e.g., WEA, WFA, ARIA), academic year officers/boards.

2 = first independent meeting: December 28-30, 1976; JIIP authorized by unanimous vote (v. 1 #1: March, 1977 -- renamed JII, v. 14 #1:

San Francisco, CA (Jack Tar Hotel)5

3 = annual meeting actually held in June (joint meetings with III); current WRIA name adopted: June 10, 1974.

1965-66 Irving Pfeffer - University of California, Los Angeles

4 = first official annual meeting: August 26, 1966; name had been simplified to the Western Association of Insurance Professors (WAIP).

5 = Western Association of University Professors of Insurance (WAUPI), organizational meeting and officer election: August 24, 1965.

# Tuesday, January 2, 2018

2:30 PM – 4:30 PM WRIA Board Meeting Genoa

5:30 PM - 7:30 PM
WRIA Registration and Welcome Reception *Trevi* 

# Wednesday, January 3, 2018

Sessions Begin and Registration Continues Session Room: *Verona* 

7:00 AM - 8:15 AM Breakfast (Trevi)

8:15 AM - 9:45 AM SESSION A

**Terrorism and Social Issues** 

**Moderator: Brenda Wells (East Carolina University)** 

### Terrorism Liability Limitation Announcements—Does the Market Care?

Sangyong Han, East Stroudsburg University Michael J. McNamara, Washington State University

### What Drives Social Performance of MicroInsurers in Emerging Markets?

B. Elango, *Illinois State University* Stephen Chen, *University of New Castle* Jim Jones, *Illinois State University* 

### Does Local Religiosity Matter for Property-Liability Insurers' Risk-Taking?

Thomas R. Berry-Stölzle, *University of Iowa* Steven Irlbeck, *University of Iowa* 

9:45 AM - 10:00 AM COFFEE BREAK

## Wednesday, January 3, 2018 (cont'd)

Session Room: Verona

### 10:00 AM - 11:30 AM SESSION B

Life Insurance I

**Moderator: Charles Nyce (Florida State University)** 

### Unsafe Insurance

Viktoria Dalko, Hult International Business School and Harvard University

### Determinants of Individual Life Insurance Consumption: Case of Different Coverages

Tomáš Ondruška, *University of Economics in Bratislava* Zuzana Brokešová, *University of Economics in Bratislava* Erika Pastoráková, *University of Economics in Bratislava* 

# Corporate Finance of Small and Medium-sized Enterprises and Life Insurance Surrender

Yoshihiro Asai, Meiji University and California State University at Northridge

### 11:30 AM - 11:45 AM COFFEE BREAK

### 11:45 AM - 1:15 PM SESSION C

**Insurance Cases and Instruction** 

Moderator: Xiaoving Xie (California State University, Fullerton)

# Errors & Omissions in a Commercial Property Insurance Case: An Illustrative Case William J. Warfel, *Indiana State University*

### Hoops Risk: A Problem Based-Learning Activity in Insurance

Kevin C. Ahlgrim, *Illinois State University* James Jones, *Illinois State University* 

# Health Insurance Exchange and Health Information Exchange – Evolution or Devolution?

L. Philip Caillouet, *University of Louisiana at Lafayette* William L. Ferguson, *University of Louisiana at Lafayette* 

# Thursday, January 4, 2018

7:00 AM - 8:15 AM Breakfast (Trevi)

### 8:15 AM - 9:45 AM CONCURRENT SESSION D

SESSION D-1 (Verona)	SESSION D-2 (Turin)
Reserving and Performance Moderator: James Hilliard (Northern Arizona University)	Retention, Loss Control, and Loss Financing Moderator: Kevin Ahlgrim (Illinois State University)
Accounting Discretion and Regulation: Evidence from Health Insurers and the Affordable Care Act Evan M. Eastman, Florida State University David L. Eckles, University of Georgia	Does Self-Insurance Add Value? Evidence from Retailers that Have Self-Insured for Workers' Compensation in California Mu-Sheng Chang, California State University, Northridge
A New Look on the Interest Rate Risk of Life Insurance Reserves: Effective Durations and Effective Convexities Linus Fang-Shu Chan, Soochow University Chenghsien Tsai, National Chengchi University	Attributes-Based Conjoint Analysis of Customer Preferences for Potential Standing Timber Insurance Yiling Deng, University of Central Arkansas Ian Munn, Mississippi State University Haibo Yao, Northern Michigan University
Stock Performance Surrounding Seasoned Equity Offerings of Insurance Companies Krupa S. Viswanathan, Temple University	Sinkholes, Sinkhole Claims and Residential Property Prices Randy E. Dumm, Temple University Charles Nyce, Florida State University G. Stacy Sirmans, Florida State University Greg T. Smersh, University of South Florida

# Thursday, January 4, 2018 (cont'd)

9:45 AM - 10:00 AM COFFEE BREAK

10:00 AM - 11:30 AM	CONCURRENT SESSION E

SESSION E-1 (Verona)	SESSION E-2 (Turin)	
Life Settlements and Annuities Moderator: Paul Thistle (University of Nevada, Las Vegas)	Life Insurance II Moderator: Beverly Frickel (University of Central Oklahoma)	
Valuation in the Life Settlements Market:	Willingness to Pay for Interest Rate	
New Empirical Evidence	Guarantees in Unit-linked Life Insurance	
Alexander Braun, University of St. Gallen	Daliana Luca, University of St. Gallen	
Jiahua Xu, University of St. Gallen	Hato Schmeiser, <i>University of St. Gallen</i> Florian Schreiber, <i>University of St. Gallen</i>	
<b>Optimal Calibration of Annuities in Swiss</b>		
Pension Funds under Consideration of	Market Price of Longevity Risk for a	
Financial and Biometric Risks	Multi-Cohort Mortality Model with	
Philipp Müller, University of Lausanne	Application to Longevity Bond Option	
Joël Wagner, University of Lausanne	Pricing	
	Yajing Xu, CEPAR, UNSW Sydney	
What Do We Know About Annuitization	Michael Sherris, CEPAR, UNSW Sydney	
Decisions?	Jonathan Ziveyi, CEPAR, UNSW Sydney	
Maria Alexandrova, Friedrich-Alexander		
University Erlangen-Nürnberg	The Combined Risk of Liquidity and	
Nadine Gatzert, Friedrich-Alexander	Lapse in Life Insurance	
University Erlangen-Nürnberg	Hsiaoyin Chang, University of St. Gallen	
	Hato Schmeiser, <i>University of St. Gallen</i>	

# Thursday, January 4, 2018 (cont'd)

### 11:45 AM - 1:15 PM CONCURRENT SESSION F

SESSION F-1 (Verona)	SESSION F-2 (Turin)	
Insurer Operations I Moderator: Krupa Viswanathan (Temple University)	Corporate Demand for Insurance & Risk Management Moderator: Jacqueline Volkman-Wise (Temple University)	
Ownership Structure, Cash Richness and	Product Market Competition and	
Acquisitions in US Property-Liability	Corporate Demand for Insurance	
Insurance Industry	Hae Won (Henny) Jung, University of	
Xiaoying Xie, California State University,	Melbourne	
Fullerton	Zhiyong (John) Liu, Indiana State	
Guiqin Zhao, Shanghai University of	University	
Finance and Economics	Nan Zhu, Pennsylvania State University	
Weili Lu, California State University,		
Fullerton	Awareness, Determinants, and Value of	
	Reputation Risk Management: Empirical	
Why Insurers Fail—Exit Strategies of P&C	<b>Evidence from the Banking and Insurance</b>	
Insurers in Canada	Industry	
Grant Kelly, Property and Casualty	Dinah Heidinger, Friedrich-Alexander	
Insurance Compensation Corporation	University Erlangen-Nürnberg	
	Nadine Gatzert, Friedrich-Alexander	
The Impact of Surplus Lines and Admitted	University Erlangen-Nürnberg	
Affiliation on Risk Taking		
Courtney B. Baggett, Troy University	Stakeholder Relationships and Enterprise	
Cassandra R. Cole, Florida State	Risk Management Adoption: Evidence	
University	from S&P 500 Firms	
	Thomas R. Berry-Stölzle, <i>University of</i>	
Missing the Point? How State Contribution	Iowa	
Concerning Policyholders' Damage Affects	Jianren Xu, University of North Texas	
the Performance of Insurer and		
Policyholders	Peer Effects in Corporate Risk	
Florian Klein, University of St. Gallen	Management: Evidence from the Demand	
	for Reinsurance	
	Hua Chen, Temple University	
	Jingshu Luo, Temple University	

1:15 PM THURSDAY SESSIONS END and BUSINESS LUNCHEON BEGINS ...

# Thursday, January 4, 2018

1:15 – 2:15 PM

WRIA Sponsored Luncheon and Annual Business Meeting

Trevi

### Friday, January 5, 2018

Session Room: Verona

7:00 AM - 8:15 AM Breakfast (Trevi)

8:15 AM - 9:45 AM SESSION G

**Insurer Operations II** 

Moderator: William Ferguson

(University of Louisiana at Lafayette)

# Boardroom Determinants of CEO Turnover in the Property-Liability Insurance Industry

Carol Troy, *Tunghai University* Ellen Rouyer, *Tunghai University* 

# The Role of Contingent Commissions in Property-Liability Insurer Underwriting Performance

James I. Hilliard, Northern Arizona University Anne Kleffner, University of Calgary Laureen Regan, Temple University

# Determinant of Firm Diversification: The Role of Hidden Underwriting Capability and Insurance Product Complexity

Tao Sun, Lingnan University

10:00 AM - 11:30 AM SESSION H

**Emerging Issues** 

Moderator: Martin Halek (University of Calgary)

### **Insurance Market Complexities of Autonomous Vehicles**

Lorilee Medders, Appalachian State University Brenda Wells, East Carolina University

# Cryptocurrencies and Blockchains: what are they, how do they work, and what are their implications for the insurance industry?

Arnold Shapiro, Pennsylvania State University

# Genetic Testing and Genetic Discrimination: Public Policy When Insurance Becomes "Too Expensive"

Lisa L. Posey, *Pennsylvania State University* Paul D. Thistle, *University of Nevada, Las Vegas* 

### Friday, January 5, 2018 (cont'd)

Session Room: Verona

### 11:30 AM - 11:45 AM COFFEE BREAK

11:45 AM - 1:15 PM SESSION I

**Pensions and Retirement** 

Moderator: Evan Eastman (Florida State University)

### Generational Transfers within the Occupational Pension System in Switzerland

Anca Jijiie, University of Lausanne

Séverine Arnold, University of Lausanne

### Peer Effects and Envy: Measurement and Impact on Retirement Decisions

Jeffrey Boles, Temple University

Jacqueline Volkman-Wise, Temple University

# Retirement Planning with Spreadsheets: Monte Carlo Simulations Without Third Party Software

James I. Hilliard, Northern Arizona University

Joseph S. Ruhland, Georgia Southern University

WRIA 52<sup>nd</sup> Annual Meeting Concludes

### Notes


# WRIA 53<sup>rd</sup> Annual Meeting January 2-5, 2019 Monterey, CA

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